

Message Text

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ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 L-03 SS-15 NSC-05 SP-02

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FM AMEMBASSY BUENOS AIRES

TO SECSTATE WASHDC PRIORITY 3987

C O N F I D E N T I A L BUENOS AIRES 8473

E.O. 11652: GDS

TAGS: EAIR, AR

SUBJECT: CIVAIR - US-GOA BILATERAL TALKS

1. GOA DELEGATION. SO FAR AS EMB HAS BEEN ABLE TO DISCOVER, DNTAC DIRECTOR GONZALEZ AND DNTAC ATTORNEY DRA. DONATO WILL DEFINITELY BE GOING. CLEMENT, FORMERLY HANDLING CIVIL AIR IN FONOFF, WAS JUST RECENTLY TRANSFERRED TO GAO EMBASSY, HAVANA. APPARENTLY HE WILL NOT GO TO WASHINGTON BUT WE HAVE SO FAR BEEN UNABLE LEARN WHO FONOFF WILL SEND IN HIS PLACE, AND ARE NOT SURE THEY HAD DECIDED AS OF DEC 30. ORIGINALLY COMODORO PERUCCHI, DEPUTY TO GONZALEZ, WAS TO BE A MEMBER OF THE DEL, BUT HIS STATUS IN DNTAC HAS CLUDED SINCE THE POCKET REVOLT OF THE AIR FORCE LAST WEEK AND IT SEEMS HE WILL NOT BE GOING. EMB WILL REPORT SOON AS WE HAVE WORD OF FINAL DELEGATION.

2. US CARRIER REPS ON DEC 20 GAVE ECONCOUNS COPY OF CONFIDENTIAL LETTER DATED DEC 19 FROM GONZALEZ TO UNDER SECRETARY BECKMAN OF FON OFF CONTAINING SUGGESTED GOA GOALS FOR NEGOTIATION AND DRAFT INSTRUCTIONS FOR GOA DEL. WE HAVE NO REASON TO QUESTION AUTHENTICITY OF LETTER BUT POSITIONS EXPRESSED THEREIN MAY HAVE BEEN MODIFIED IN GOA DEL MEETINGS SUBSEQUENTLY. LETTER SUGGESTED THAT GOA NEGOTIATING GOALS BE PASSED
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BY FONOFF TO EMBASSY BUT THIS HAS NOT BEEN DONE SO

FAR AND WE DOUBT THAT IT WILL IN THE SHORT TIME
REMAINING BEFORE THE TALKS. TRANSLATION OF SUBSTANTIVE
PORTION OF LETTER AND INSTRUCTIONS FOLLOWS:

A. "THE ARGENTINE POSITION SHOULD BE BASED ON PRAGMATIC
SOLUTIONS WHICH MEET IN AN EQUITABLE MANNER GOA COMMERCIAL
AIR TRANSPORT INTERESTS, THE OPERATIONAL CAPABILITIES
OF THE NATIONAL CARRIER, AND THOSE OF THE US CARRIERS.
FOR THIS REASON THE PRESENT SITUATION OF THE ARGENTINE
MARKET, WITH ITS SUBSTANTIAL REDUCTION IN TRAFFIC,
MUST BE CONSIDERED AND PRUDENCE IS DICTATED WITH RESPECT
TO CAPACITY INCREASES.

B. THE ARGENTINE FLAG REQUIREMENTS SHOULD BE THE FOLLOWING:

(1) JAN 1 THROUGH APRIL 30, 1976--13 FREQUENCIES

AS PRESENTLY OPERATED TO AND FROM THE US.

(2) MAY 1 THROUGH DEC 31, 1976--IF THE BOEING 747

SHOULD BE ADDED TO AEROLINEAS FLEET, 12 BOEING 707

FREQUENCIES AND ONE WIDE-BODY FREQUENCY. WITH RESPECT

TO FREQUENCIES WITH WIDE-BODY AIRCRAFT, A CRITERIA

OF EQUIVALENCY SHOULD BE ADOPTED.

(3) WITH RESPECT TO ROUTES, THE ACQUISITION BY

AEROLINEAS OF AUTHORIZATION TO PERATE VIA THE

ATLANTIC (BRAZIL) ON THE MIAMI-NEW YORK CO-TERMINAL
ROUTE.

(4) THE EXPANSION OF THE CARACAS-LOS ANGELES SERVICES

PRESENTLY OPERATED BY AEROLINEAS WITH TWO WEEKLY

FREQUENCIES, INCREASING TO THREE FREQUENCIES BEGINNING

MAY 1, 1976.

(5) THE EXTENSION TO MONTREAL OF SERVICES OPERATED

ON TWO FREQUENCIES BY AEROLINEAS TO NEW YORK.

(6) REGULATION OF THE CAPACITY TO BE OFFERED BY

CARRIER OF BOTH COUNTRIES IN ACCORDANCE WITH A

PROCEDURE WHICH MEETS THE REQUIREMENTS OF FUTURE MARKET
DEMAND.

(7) THE OPERATION BY ARGENTINE CARRIER OF TWO ALL-CARGO

FREQUENCIES BEGINNING JAN 1, 1976 IN RECIPROCITY

FOR THE CARGO SERVICES WHICH PAN AMERICAN NOW RETAINS.

THIS REQUIREMENT IS CONSIDERED NON-NEGOTIABLE DUE TO
RECIPROCITY ASPECT."

C. "INSTRUCTIONS TO THE ARGENTINE DELEGATION:

A. THE MEETING WHICH WILL TAKE PLACE IN WASHINGTON USA
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BEGINNING JAN 5, 1976 SHOULD HAVE AS ITS OBJECTIVE

TO REACH POSITIVE RESULTS DIRECTING THE NEGOTIATIONS

IN CHANNELS CHARACTERIZED BY CONCILIATORY POSTURES, BUT

WITHIN THE CONTEXT OF CURRENT GOA LAW.

B. THE DIRECTION OF THE EXCHANGE OF VIEWPOINTS SHOULD

PROCEED WITHOUT CONSIDERING THE ANTECEDENTS OF PREVIOUS

MEETINGS IN ORDER TO AVOID A REPETITION OF THEORETICAL

POSITIONS WHICH HAVE REPEATEDLY PROVEN TO BE DIAMETRICALLY

OPPOSED.

C. FOR THE ARGENTINE FLAG CARRIER THE MOST EXTENSIVE POSSIBILITIES FOR THEIR OPERATIONS WITH RESPECT TO ROUTES, LANDING POINTS, FREQUENCIES AND EQUIPMENT SHOULD BE ACHIEVED,CONSISTENT WITH PRESENT REALISTIC CONDITIONS, EQUIPMENT AVAILABILITY, AS WELL AS THE PRESENT SITUATION OF THE ARGENTINE-US MARKET.

D. WE SHOULD ADOPT AS A DECISIVE FACTOR IN EXAMINING THE FIFTH FREEDOM TRAFFIC OF THE US CARRIERS, THE ECONOMIC YIELD OF SUCH TRAFFIC CARRIED OUT BY THE ARGENTINE CARRIER.

E. THE MANAGEMENT NEEDS OF THE NATIONAL CARRIER WILL BE TAKEN INTO CONSIDERATION. CURRENT LEGISLATION WITH RESPECT TO THE GRANTING OF RIGHTS MAKES IT POSSIBLE TO NEGOTIATE WITHIN ALTERNATIVES IN WHICH THE INTERESTS OF MANAGEMENT COINCIDE WITH THOSE OF THE STATE.

F. WITH RESPECT TO OVERALL CAPACITY OFFERED, A SIMILAR LEVEL ON BOTH SIDES SHOULD BE ACHIEVED WITH THE UNDERSTANDING THAT NON-SUBSTANTIVE DIFFERENCES IN CAPACITY OFFERED MAY BE ACCEPTED IF THERE IS AGREEMENT OF OPINION ON THE REST OF THE NEGOTIATIONS.

G. WITH REGARD TO THE USE OF WIDE-BODIED AIRCRAFT, THE CRITERIA TO BE FOLLOWED WILL BE TO ACHIEVE EQUALITY OF OPPORTUNITY WITHIN THE EFFECTIVE POSSIBILITIES OF THE ARGENTINE CARRIER.

H. NO BINDING COMMITMENTS SHOULD BE MADE AS A CONSEQUENCE OF THE TALKS. EVERYTHING UNDERTAKEN DURING THE COURSE OF THE MEETING REMAINING SUBJECT TO GOA APPROVAL.

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